



Swing a deal 4 you Monthly newsletter

Spring 2010

What a great season this is! The consumer's attitude this season matches the sunny days! Overall people seem to be much more positive and in a much better frame of mind. The buzz is all about the buyer! There are deals, deals and more deals out there for the qualified buyer.

I honestly believe that we have reached the bottom of the market. Our total resale home inventory has decreased significantly and the average prices of homes being sold is even lower than six months ago but seems to have stabilized over the past month. Interesting Facts and Statistics

[Desert Area Past Six Months of Sales over one million dollars by city](#)

**La Quinta** 55 sales +30 pending with the highest being \$3,800,000 at Tradition

**Indian Wells** 17 sales+16 pending with the highest being \$3,425,000

**Rancho Mirage** 36 sales+12 pending with the highest being \$3,000,000

**Palm Desert** 18 sales+4 pending with the highest being \$1,160,000 at Indian Ridge CC plus also one pending for \$8,995,000 at Big Horn

[Featured La Quinta Communities Sales Data](#)

Andalusia 23 homes on the market with the lowest priced at \$1,100,000 and the highest priced at \$2,900,000. There have been 6 sales in the past 6 months and the average sales price per sq. ft. is \$375.

The Citrus 44 resale homes on the market with the lowest priced at \$545,000 and the highest priced at \$2,265,000. There are 4 pending sales and there have been 19 sales in the past 6 months with an average sales price per sq. ft. of \$248.00

The Hideaway 60 homes on the market with the lowest priced at \$1,265,000 and the highest priced at \$7,700,000. There are 4 pending sale and 8 sales in the past 6 months with an average sales price per square foot at \$503.70

Mountain View CC 26 homes on the market, half of what was on the market 6 months ago, with the lowest priced at 525,000 and the highest priced at \$1,499,000. There are 12 pending sales and 18 sold homes in the last 6 months with an average sales price of \$2228 per square foot.

Tradition 28 homes on the market with the lowest priced at \$1,695,000 and the highest at \$6,995,000. 4 pending sale and 8 homes sold in the past 6 months with an average sales price of \$450.44 per sq ft.

Rancho La Quinta CC 85 homes on the market with the lowest priced at \$359,900 and the highest at \$2,475,000. There are 17 pending sales and 35 sold homes in the last six months with an average price per sq. ft at \$271.61

PGA West 226 homes on the market with the lowest priced at \$179,900 and the highest at \$3,950,000. There are 19 pending sales and 73 sold homes over the last 6 months with an average price per sq. ft. of \$225 the lowest priced sold home was \$189,900 and the highest \$2,265,500 with 11 sales over \$1,000,000

- All facts are taken from the desert area multi listing service and are not guaranteed

The biggest challenge in the market is obtaining financing and getting a jumbo loan. It has really hurt the market over \$1,000,000. At least 70 % of all sales over \$1,000,000 are cash.

There has never been a better time to buy real estate in the Coachella Valley. Call me and let me “swing a deal 4 you!”

Jennie Robinson

Premier Director

Windermere Real Estate